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The Negotiation Fieldbook Second Edition

The Negotiation Fieldbook, Second Edition: Simple Strategies to Help You Negotiate Everything Paperback – Illustrated, October 7, 2010 by Grande Lum (Author)

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New to the second edition are Smart Negotiator Tips, which provide researchproven ways of operating more rationally. Since writing the first edition, I became a clinical professor and director of the Center for Negotiation and Dispute Resolution at Hastings College of the Law.

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This book breaks down negotiation in a simple and organized manner. A few examples are verbose, but the key takeaways are largely clear and actionable. Overall the book could have been shorter (it's filled with quizzes and writing prompts for example), but it's a good book to skim to learn a fundamental skill.

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From renowned negotiation expert and Accordence founder GRANDE LUM comes the newly revised and updated edition of his critically acclaimed resource, The Negotiation Fieldbook: Simple Strategies to Help You Negotiate Everything (McGraw-Hill, Second Edition, 2010).

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